

Message Text

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E.O. 11652: N/A
TAGS: BEXP GH
SUBJECT: FY-79 TRADE PROMOTION PROGRAM

REF: 77Y STATE 251500

1. WE BELIEVE THE LONG RANGE OUTLOOK IN GHANA JUSTIFIES INCLUDING ACCRA IN THE FY-79 ROAD BUILDING AND MAINTENANCE SEMINAR MISSION. THE U.S. HAS LONG BEEN A MAJOR SUPPLIER OF INDUSTRIAL EQUIPMENT TO GHANA. THE FOLLOWING TRADE DATA, FOR THE FIRST FIVE MONTHS OF 1976, CONFIRMS THE U.S. AS A KEY SOURCES OF ROAD BUILDING AND MAINTENANCE EQUIPMENT: TRACTORS, TRACKED OR HALF TRACKED, U.S. SUPPLIED \$400,000, 33 PERCENT OF TOTAL. ROLLERS, U.S. SUPPLIED \$403,000, 47 PERCENT OF TOTAL. OTHER EXCAVATING AND LEVELING MACHINERY, U.S. SUPPLIED \$1,486,000, 30 PERCENT OF TOTAL.

2. IN ADDITION TO THE INTERNALLY FINANCED PURCHASES, TWO WORLD BANK PROJECTS IF APPROVED, SHOULD STIMULATE SALES OF ROAD BUILDING MACHINERY AND EQUIPMENT. A BANK APPRAISAL MISSION VISITED ACCRA IN JANUARY 1978 TO REVIEW A PROPOSAL FOR A FOUR-YEAR FEEDER ROAD CONSTRUCTION PROJECT. THIS PROJECT, THY FOREIGN EXCHANGE COMPONENT OF WHICH WILL LIKELY BE REVISED UPWARD FROM \$10 MILLION TO \$15 MILLION, INCLUDES THE PURCHASE OF EQUIPMENT, SPARE PARTS, WORKSHOP MATERIALS AND TECHNICAL ASSISTANCE FOR PROJECT IMPLEMENTATION. AN APPRAISAL UNCLASSIFIED

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REPORT IS NOW BEING COMPLETED FOR THE BANK'S LOAN COMMITTEE.

3. A SECOND MORE AMBITIOUS PROJECT, FOR REHABILITATING KEY PRIMARY AND SECONDARY ROADS, IS ALSO BEING CONSIDERED. THY FOREIGN EXCHANGE COMPONENT OF THIS PROJECT IS ESTIMATED AT \$36 MILLION. THIS PROJECT IS LESS ADVANCED THAN THE PREVIOUS, AS THY FEASIBILITY STUDY HAS YET TO BE COMPLETED. A WORLD BANK MISSION WILL VISIT

GHANA IN APRIL 1978 TO DISCUSS THIS PROJECT, BUT NO DATE FOR AN
APPRAISAL MISSION HAS BEEN SET. SMITH

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